



HIGHLAND PARK, MI

RFQ FOR DEVELOPMENT OF PUBLICLY OWNED PROPERTY

Mayor Hubert Yopp



REQUEST FOR QUALIFICATIONS (RFQ)

Issued by:

City of Highland Park

with support from the

Wayne County Land Bank & Michigan Land Bank

Department of Community & Economic Development

12050 Woodward Ave

Highland Park, MI 48203

Issued on: Friday, January 5, 2018

1st Round Responses Review: Friday, March 2, 2018



Michigan Land Bank
Fast Track Authority



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A. Background

Highland Park, MI: A Unique & Historic City:

The City of Highland Park, MI, at 2.9 square miles, is the official ***"Birth Place of Mass Production"***. Highland Park was still a rural farming community north of Detroit in the early 1900s when Henry Ford chose the community as site for his first great factory. Built east of Woodward Avenue, the Ford plant marked the early emergence of the moving assembly line process for which Ford became famous. It was here in Highland Park, in this ***"birthplace of mass production,"*** that Ford produced millions of Model T cars. Moreover, it was to Highland Park that tens of thousands of immigrants came for an unprecedented \$5-a-day wage and a chance to enter the emerging middle class.



The boom that swelled the population of Highland Park also worked wonders on its neighbor to the south, the City of Detroit. Detroit literally grew up and around Highland Park in the 1920's, so that today Highland Park exists within the boundaries of its much larger neighbor.



The Ford-inspired boom saw the construction of thousands of new middle-class residences in Highland Park, many of which are now part of two National Historic Districts. City benefactors also built churches, stores and a library as proud signs of prosperity.

In 1942, the city saw the completion of the first modern limited access urban expressway in America - the Davison Freeway. Fifty-five years later, a widened, rebuilt, more accessible Davison Freeway - a \$46 million commitment to our future by the Michigan Department of Transportation- carries Highland Park commerce and residents into the 21st Century.

Highland Park led the way with innovative housing and retail development along Woodward Avenue in the early 1900s.

However, due to economic downturns, currently more than half of the parcels in the City of Highland Park are held by a public entity (City, County & State). The loss in residential and commercial occupancy contributed to the decline in population, economic revenue and overall marketability. In order for the City to progress, we must reinvest in our neighborhoods and convert publicly owned property into privately owned homes and businesses in a strategic and attractive method.



B. PROCESS

The City of Highland Park announces its 1st round of request for qualifications for the development of publicly owned land. The City is seeking a qualified, experienced and capable developer(s) with experience designing, building, and constructing development. The City's objective is to secure a development partner(s) who is excited about the redevelopment of the City of Highland Park, and ready to be instrumental in the revitalization of the City. The development team will ideally have experience participating in mixed-use, residential, and commercial public-private partnerships. The selected developer(s) will provide a brand and vision that connects with the identity, history and Master Plan of the City; while also adding a distinctive, trending and supportive development to the area. Additional criteria the City will use to evaluate submittals is included on the following pages.

General Information

The City of Highland Park hereby requests qualifications from qualified and experienced developers interested in developing publicly owned land. An exhibit of key areas is provided in **exhibit A**. City maps with legend are provided in **Map 1 & Map 2**.

The City is seeking developers to propose high quality development(s) that demonstrate an understanding of the Highland Park community, its needs, opportunity and the unique attributes of the area and surrounding neighborhoods.

The selected developer(s) will be invited to submit a detailed proposal for the proposed development. Proposals will be reviewed by the City administration. If the proposal(s) result in an approved project, the City and developer will negotiate an agreement for conveyance and development of the project.



The agreement would set forth additional detail regarding the property disposition, performance milestones for the developer, project development timeline, indemnities and insurance requirements, ongoing affordability covenants (where applicable), financing plan, and any other City requirements for the development.

City Objectives

The City desires to facilitate construction of residential and commercial developments that:

- Provides a mix of market-rate and affordable housing units;
- Creates Mixed-Use development;
- Creates walkable connective neighborhoods;
- Creates low maintenance, high functioning green space(s);
- Incorporates Placemaking principles;
- Is attractive and compatible with the character of the neighborhood(s) and larger community, both aesthetically and functionally;

- Utilize environmentally friendly and sustainable principles in project design and construction.

Evaluation

Staff will begin evaluating 1st round qualifications received by the submittal deadline. Based on the qualifications of the applicant, locations of projects and how well the submissions responds to the requested criteria, staff will recommend a developer or developers who will be invited to provide full detailed proposals for City consideration.

Respondent's capacity and experience will be evaluated based on, but not limited to the following:

- Success of previous development;
- Characteristics, attractiveness and added benefit of the proposed/conceptual development(s);
- Respondents experience in partnering with other local and governing agencies;
- Experience and approach to community engagement;
- Respondents track record in use of public funds, properties or other public resources;
- Respondents experience in working with the community to garner support for development;
- Respondents financial standing, financial references and potential resources;
- Respondents track record in obtaining required financing and permits within timeframes;
- Ability to complete development of the project within the timeframes set forth in the agreement and based on applicant's record of accomplishment on similar projects.

C. SUBMITTAL REQUIREMENTS

Eligible Respondents

Eligible respondents may include one entity or a team. Respondents that include multiple partners must include and identify a lead partner. The lead partner must have demonstrated experience and capacity in similar development, and shall provide detailed proof as described in the submission instruction.

Please submit the following:

1. **Statement of Interest:** Provide a statement of Respondent(s) interest in development in the City of Highland Park and understanding of the objectives of the RFQ.
2. **Applicant Qualifications:**
 - a. **Highlights of the Respondents qualifications: provide a brief description of project team(identify the Lead firm/manager);**
 - i. Provide an organizational chart describing the entities and key personnel on the Respondents' team; Resume/CV's for lead personnel;
 - ii. Age of each firm's business and number of employees
 - iii. Location of principal place of business
 - b. **Provide a general description and examples of development history and experience:**
 - i. The types of development should be of a similar scale, location as proposed/conceptualized for development in Highland Park. **Please include project specific:**
 1. Location including photographs, graphical depictions;
 2. Descriptions of referenced projects;

3. Total development costs;
4. Development type & size - i.e. #of units, residential/retail etc.;
5. Development team or team member's role in project ;
6. Financing structure;
7. Timeline to complete project from site control to occupancy of the initial building and the final building;
8. Community engagement (if any);
9. Any additional information deemed necessary for consideration.

c. Provide at least three letters of reference for each partner included on the project team from parties or agencies involved in the developments listed in sec b.

d. Provide a statement confirming, if selected, your ability to start the project in calendar year 2018 (barring any delay by the City).

3. **Financial Capacity**

While a project budget is not required at this stage, provide evidence and supporting documentation of the development team's financial condition, demonstrating the credit-worthiness and financial capacity of the principals, key partners and/or corporation(s) to secure financing for project components.

The City is not asking for a letter of intent or commitment by financial institutions at this time, however, documentation could include information such as letters of interest or intent from lending institutions or equity partners, financial statements showing sources of equity, letters of interest from key tenants, etc.

4. **Submission:** Proposals must be submitted electronically via google share or drop box - email link to Yrobinson@HighlandParkMI.gov. Also submit two (2) Hardcopies delivered to:

**Yvette L. Robinson, CED Director
City of Highland Park
12050 Woodward Ave
Highland Park, MI 48203**

5. **Deadline:**

1st Round Review Deadline:

12:00 P.M. on Friday, March 2, 2018

Proposals received by the deadline will receive first consideration.

6. **Questions: For additional information contact:**

Yvette L. Robinson, at YRobinson@HighlandParkMI.gov or 313-252-0050 ext. 257

DISCLOSURES AND CHANGES TO RFQ PROCESS

All proposals will become the property of the City of Highland Park, and may be reproduced in full or in part and/or published for public review, and will not be returned to the proposers. Proposals will be public records. Please do not submit any information that is confidential.

The City of Highland Park reserves the right to request additional information from respondents, reject any and all submittals, waive any irregularities in the submittal requirements, or cancel, suspend or amend the provisions of this RFQ at any time. If such an action occurs, the City will notify all applicants, and any other parties requesting such notice, by posting updates online at: www.HighlandParkMI.gov.

The City will not reimburse respondents for any costs involved in the preparation and submission of responses to this RFQ or in the preparation for and attendance at subsequent interviews. Furthermore, this RFQ does not obligate the City to accept or contract for any expressed or implied services.

RESOURCES:

- I. **HIGHLAND PARK TIFA DOWNTOWN STRATEGIC PLAN:**
<http://highlandparkmi.gov/getattachment/Services/Community-Economic-Development/Highland-Park-Downtown-Strategic-Plan-2017.pdf.aspx?lang=en-US>
- II. **HIGHLAND PARK MASTER PLAN:** <http://highlandparkmi.gov/Services/Community-Economic-Development/2010MasterPlanFinalEdition.aspx>
- III. **HIGHLAND PARK ZONING ORDINANCE:** <http://highlandparkmi.gov/Services/Community-Economic-Development/2011ZoningOrdinance.aspx>
- IV. **GIBBS' HIGHLAND PARK RETAIL STUDY:**
<https://drive.google.com/open?id=10nRCyWJ5EM8Vqr88b8r9GgW9cmxCccAy>

EXHIBIT A

Redevelopment Areas

Northpointe: W. McNichols (SE), Woodward (NE), Ferris (S), Oakland Ave (NE)



HP NIP 1st Target Area: W. McNichols, Woodward, Midland, 3rd Ave.



13321 Hamilton Ave.: Hamilton Ave at Davison, East M-10



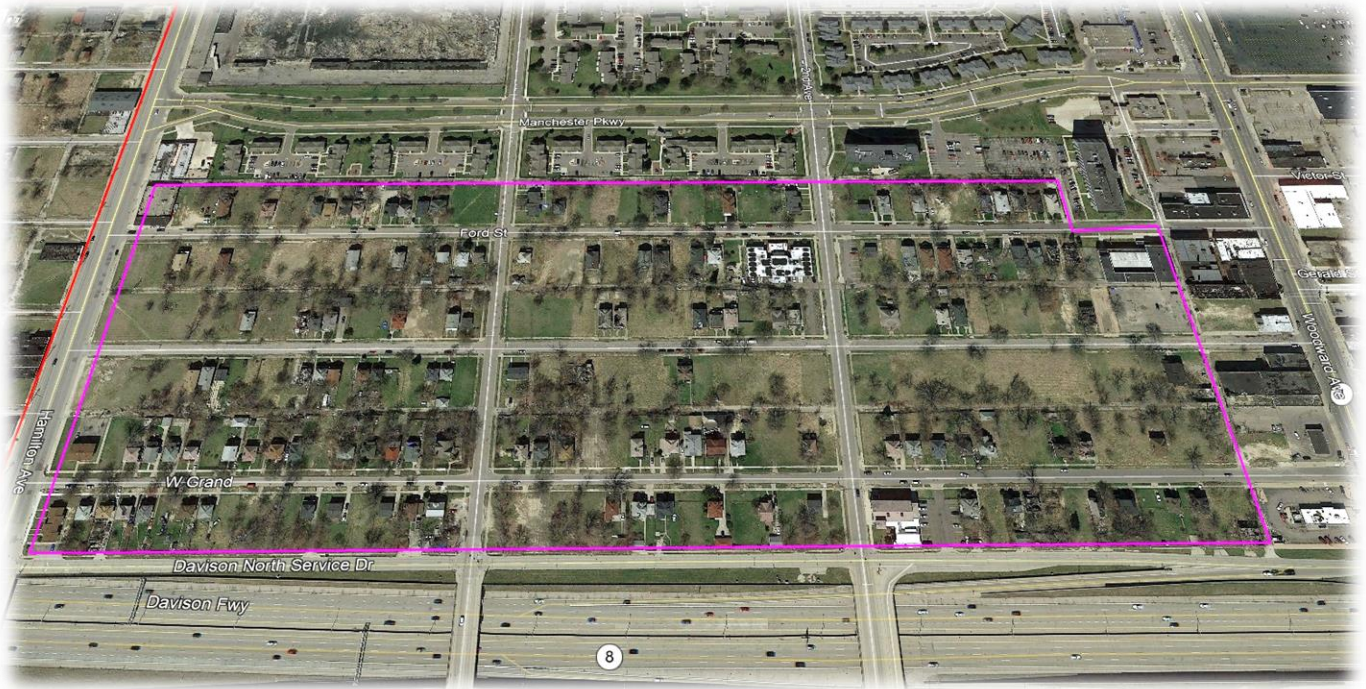
368 Glendale: East M-10, West of Hamilton



12100 Woodward Ave: Woodward (SE) at California & John R



Central West: Hamilton Ave., Davison Freeway, Woodward Ave., Ford St

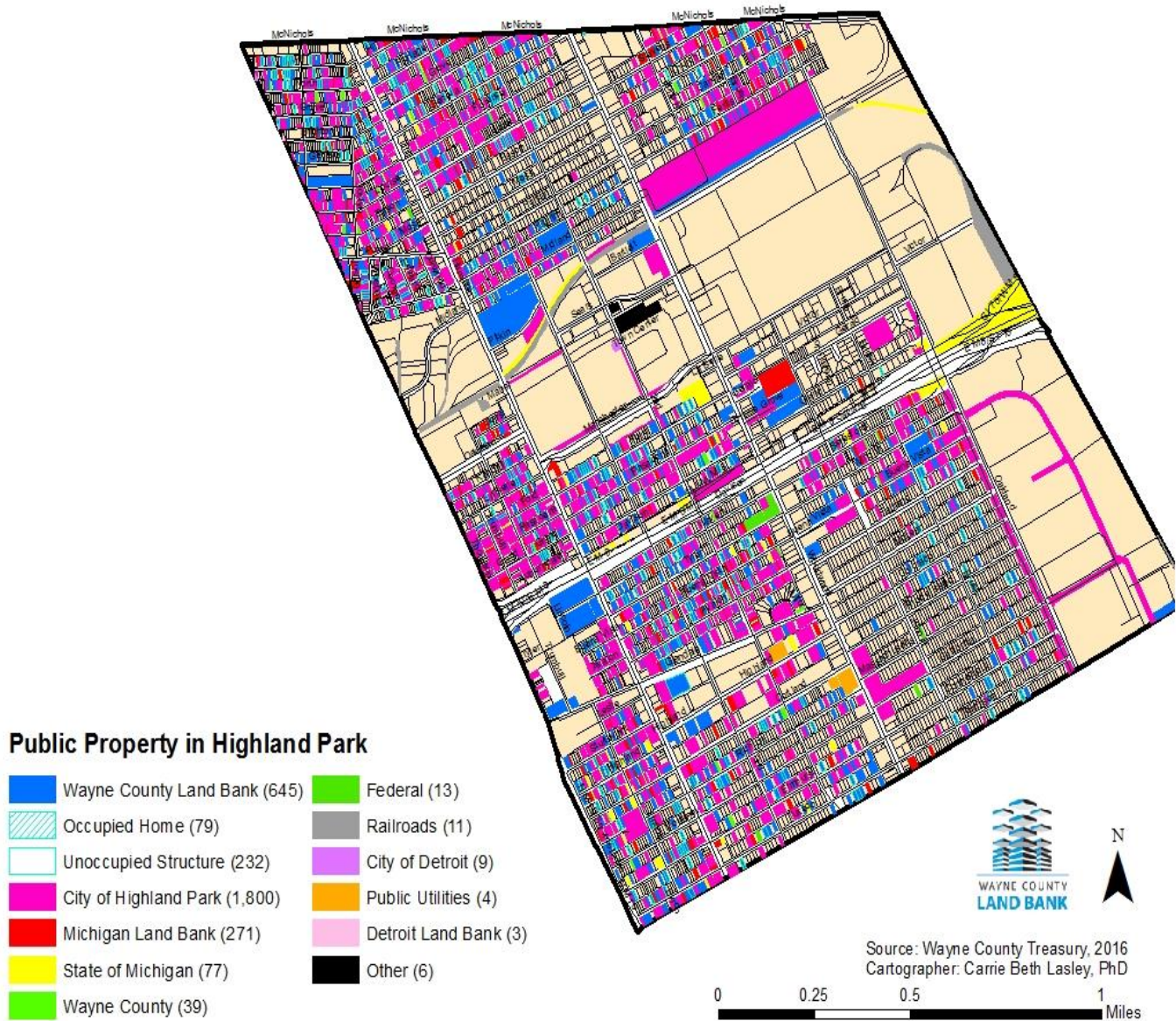


Northwest Quad: Hamilton (NW), Midland (NW), W. McNichols, Detroit Golf Course (N)



Map 1

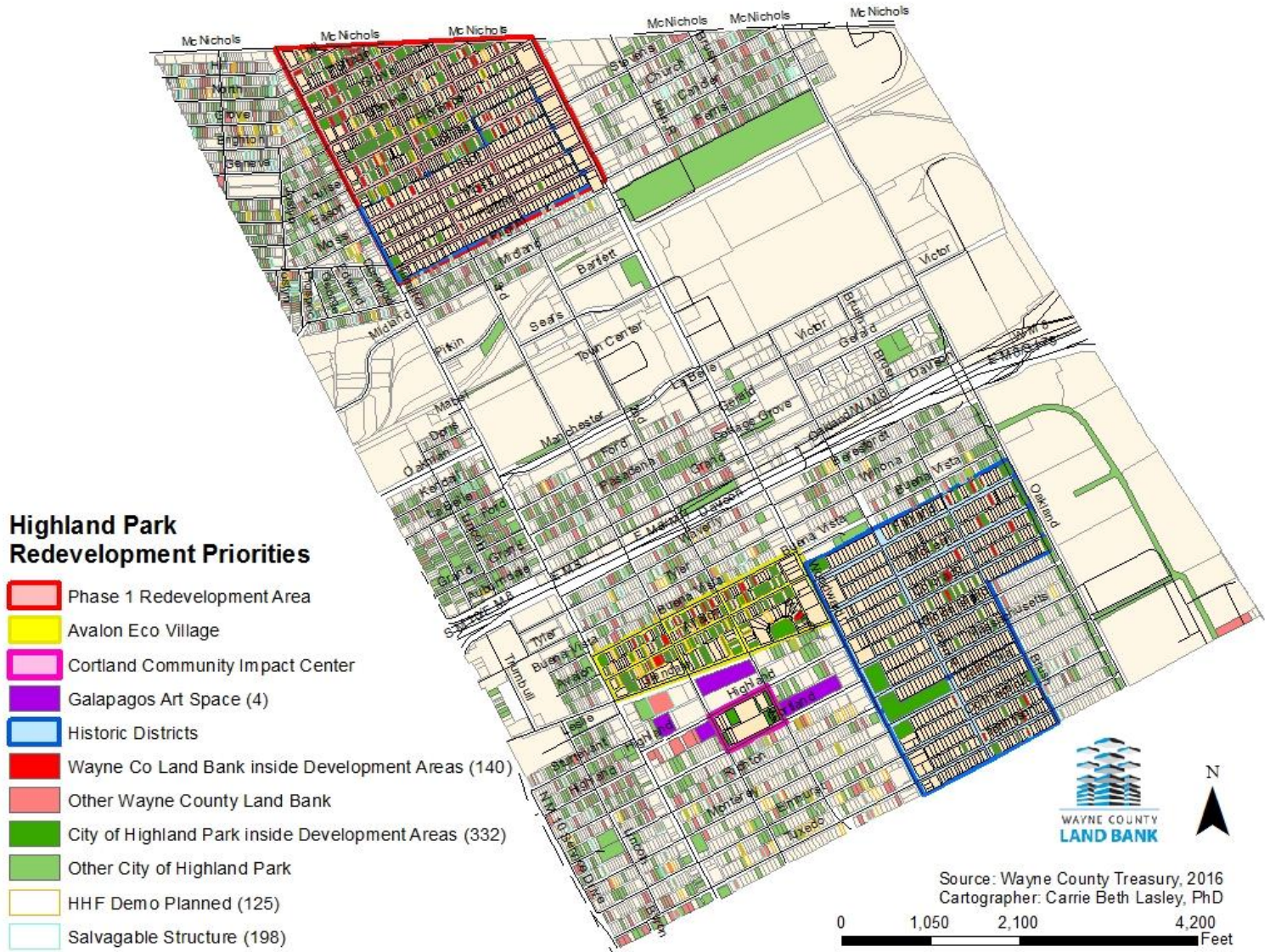
**Public Property Parcels*



**Ownership subject to change. Status as of June 1, 2017.*

Map 2

HP Current Development



**Ownership subject to change. Status as of June 1, 2017.*